

The Grand Rapids Association of REALTORS®

In Co-Sponsorship with

Real Estate Education Services, Inc.

(Rick Conley)



Present

HAFAs (Home Affordable Foreclosure Alternatives)

A REBAC/NAR approved course

(provides 6 Regular CE credits and is also approved as an ABR elective)



Date: Wednesday, January 23, 2013.

Time: Sign-in: 8:30am. Course: 9:00am – 4:00pm

Lunch Break: 11:45am – 12:30pm

Where: GRAR AUDITORIUM, 660 KENMOOR AVE. SE, GRAND RAPIDS, MI 49546

How: Call (616) 940-8200. Pre-registration required

Cost: \$150.00 non member, \$140.00 member

Instructor: Rick Conley



HAFAs Short Sales Course

(6 Regular CE credits). This newly developed course from NAR on HAFAs (Home Affordable Foreclosure Alternatives) provides in-depth coverage of the U.S. Treasury, Fannie Mae and Freddie Mac programs. Learn the similarities and differences among the three HAFAs programs and gain the tools to assist your clients in processing short sales more efficiently. Also covered are all the forms and understanding the program step-by-step. Knowing how to interpret the differences of these government programs can make a big impact on your clients! Therefore, we will also cover an in depth understanding for sales agents of the various options for homeowners so sales agents can help their borrower/client understand the differences and liabilities regarding the impact of choosing a short sale, foreclosure, or deed in lieu so they can make better decisions.